

OUR GROCERY TRADE.

BUSINESS STEADILY INCREASES.

Richmond Makes Rapid Strides in This Line of Commercial Enterprise.

In no line of business have the jobbers of the city made more rapid strides than in the extension of the grocery trade. The importing of fancy and heavy groceries has increased very largely during the past year, and the sales during the twelve months have been largely in excess of those of other years. The number of traveling men have been steadily increased and larger territory is being constantly added to that already secured. The merchant of the South realizes the enormity of the business done in this line here, and has learned that there is no superior grocery market in America today. The reliability of these houses has long been established, and Richmond enjoys a tremendous trade in this department.

DAVENPORT & MORRIS.

Davenport & Morris are the leading wholesale grocers and importers of Virginia, and potent in the trade of those lines in a large portion of the Sunny South and West.

This is not only the largest but one of the oldest established firms of the State, having commenced business in the early days of the present century, dating back to 1815.

The firm as well as its present individual members is known as extensively at home and abroad as any mercantile establishment of the South.

Its transactions in groceries and provisions require numerous facilities, and they are found in the employment of six large stores and warehouses with modern appliances, and a large force of clerks and handlers. Their business connections and resources make them pre-eminent among Southern concerns, especially in the States in which their trade extends, namely, the Virginias, the Carolinas, Georgia and Tennessee.

The importing business of this house is of considerable importance, and they have the distinction of being the largest importing grocery house south of Baltimore.

Their main store and offices are located at Seventeenth and Dock streets, peculiarly convenient to railroad and shipping, and extending to a large degree the vexations of rebundling.

In this direct method they receive their large imports, getting coffee direct from Rio, licorice from Spain, cognac brandy from that famous district of France, sherry wine from the City of Cadiz, Cane sugar, stout and Bass ale from Old England and teas from China. They are now among the largest importers of coffee in the South, and are making considerable steps in restoring to Richmond her old prestige in this trade.

Davenport & Morris also are large dealers in foreign and domestic salt.

THOMAS POTTS & CO.

The firm of Thomas Potts & Co., was established in 1853 by the late A. Y. Stokes, Esq., and has passed through several stages of firm names, but always conducted the wholesale grocery and importing business, and dealt in tobacco manufacturers' supplies. The reputation of the firm for honest dealing has stood the test of peace and war, and year after year it has grown in favor with the business men of Virginia, North Carolina, West Virginia, Tennessee and Kentucky. Fifteen years ago the great milling house of Pillsbury & Co., of Minneapolis, Minn., appointed them agents for Richmond and vicinity of Virginia, and the world wide brands of flour made by this greatest of milling firms are handled by them. The flour branded Pillsbury's "Best" is without superior. The "Atlanta" fancy family flour, is made from the best winter wheat and without a superior as winter wheat flour.

The Old Kentucky Powder Company's goods, known as "Hazard Powder," is handled by Thomas Potts & Co., in Virginia, with sub-agents all over the State.

This old house, now under the active management of Mr. Thomas Potts and Mr. John Parker Dashiell, has a full supply of groceries for wholesale dealers, and invite the trade of Virginia and North Carolina to give them a call.

The tobacco manufacturers' supplies form a special department, and with established and well known brands of licorice, oils, sugar, syrups, they are in a position to furnish pure and well flavored supplies. The brands of licorice comprise the "G.Y.G.," "A.C.C.," Anchor P.S.N.P. and many others of Spanish and domestic grades.

These brands of licorice are worked by the best manufacturers in this State, North Carolina and in many of the largest factories in Kentucky and Tennessee.

The rule of the house is that orders by mail or telegraph are filled at the lowest current price of the day, any preference made is in favor of orders direct to the house.

L. C. YOUNGER.

Of the prominent mercantile enterprises of Richmond none is more active in the pursuit of trade, or is extending its operations more rapidly than the wholesale and importing grocery house of L. C. Younger.

The head of the house is possessed of valuable experience and qualifications in this line, and he has as special partners the well-known men of business, Messrs. M. and G. Millhiser. The methods used by this house in the trade transactions have established confidence wherever they have solicited business.

Their store and warehouses, occupying a large brick building, Nos. 102, 104 and 106 Virginia street, are filled on every floor with an immense stock of staple and fancy groceries, willow ware, liquors, tobacco and cigars, and the facilities offered to merchants for selection are unsurpassed.

One of the specialties of magnitude with this house are their own brands of flour, of which the Royal Crown Family Patent Family, Imperial Patent Family and White Silk Patent Family are favorites. They have gained a fine reputation, and the sales are large and extend over a wide territory.

This house also largely handles cigars of all grades, and the best brands of Virginia chewing tobacco, as well as liquors of every description.

The location of this house in immediate proximity to the Richmond and Danville depot and convenient to other lines of transportation give them unusual facilities for the receipt and shipment of goods.

L. C. Younger publishes a complete price list and will give quotations on all goods handled in the Southern market of the day on which the inquiry is made. Special quotations on orders for goods in large lots. No goods are sold except in unbroken packages and to merchants only.

JOHN R. CARY.

The wholesale grocery house of John R. Cary is an extensive establishment located on Shockoe lane near Shockoe warehouse and in convenient proximity to transportation lines and points of shipment.

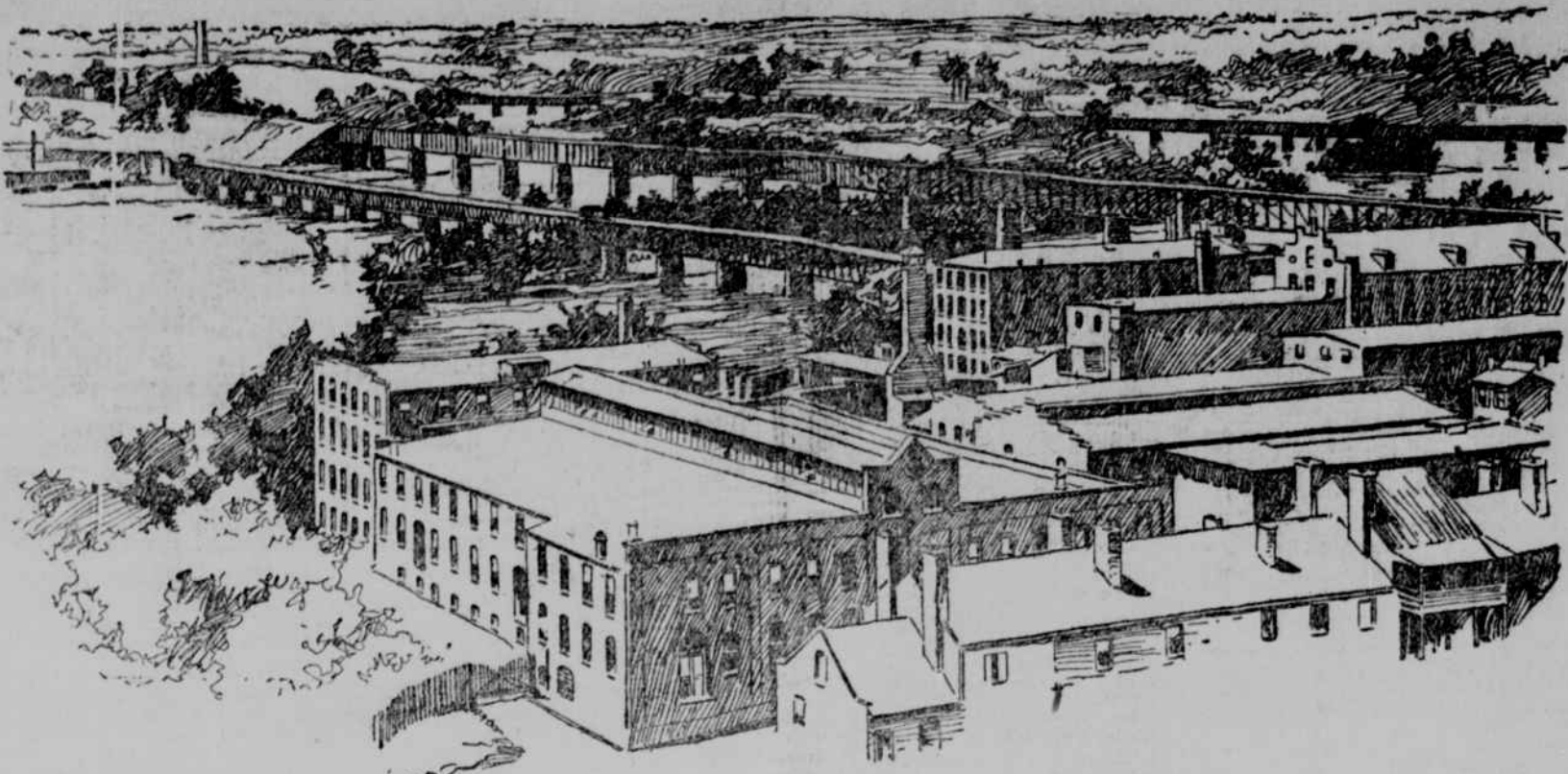
The store, offices and warehouses occupy one of the largest brick buildings in the city, which is furnished with the best equipments for conveniently and promptly handling goods.

This firm, of which Mr. John R. Cary, whose name it bears, is the general partner, has also as special partners the members of the well-known firm of Wingo, Elliot & Crump and Sublett & Cary and altogether is one of the strongest mercantile enterprises in Richmond, possessing ample capital and being conducted with rare judgment and energy.

Besides being large dealers in all lines of staple and fancy groceries, they are also importers on a large scale and re-

THE UPPER JAMES.

Showing the Bridges Spanning the Noble River, the Surrounding Country and a Portion of Richmond in the Foreground.



ceive regular shipments of coffee from Rio and Santos and teas from China.

They make a specialty of flour, and their brands, "Finest," "Bluebird" and "J. R." are known far and wide.

During the three years this house has been in existence the brands named have been well introduced and sold readily in large quantities.

This house is both progressive and aggressive, and in the few years they have been in business have pushed their trade throughout the Virginias, the Carolinas and into Georgia and Tennessee, surpassing other houses with equal advantages in the amount and character of business done.

Eight traveling salesmen are required to cover the territory, and are reaching out for new fields to conquer.

A corps of experienced salesmen are always on the floor ready to wait on merchants who desire to buy direct, and every facility is offered for the speedy and convenient selection of goods.

WIRT E. TAYLOR & CO.

The firm of Wirt E. Taylor & Co., wholesale fancy grocers and manufacturing confectioners, are foremost among the energetic, pushing mercantile enterprises of Richmond.

They occupy a large five-story brick storehouse at 1215 East Main street, which is filled from cellar to top floor with a large stock of goods.

The members of the firm are Mr. Wirt E. Taylor, late of Tribbett & Taylor, W. A. Bryson, of Boydton, Va., and O. A. Hawkins, late with Tribbett & Taylor, and they are men of energy and experience.

Their stock contains everything in the way of imported and domestic fancy groceries, and is the largest combination stock of groceries and confectioneries in the South, and doing a business of three hundred thousand dollars a year.

They carry a great variety of goods not handled by an ordinary grocery house yet deal in all except the heaviest lines.

In addition to their general lines they carry a large stock of fine cigars and chewing tobacco, and keep a man with horse and buggy looking after this line of trade in Richmond and Manchester, while two salesmen similarly equipped attend to customers of these cities in the other lines. They are agents for well-known brands of cigars, among which are Rokohl's Lieder Kranz, Monte Christo and Hoffman House Bouquet. They are also agents of the New York Biscuit Company.

The top floor of the establishment is devoted to the manufacture of candy, and the demand is nearly always equal to the supply.

Four experienced salesmen are constantly employed in extending their trade in this and adjoining States, and the house is enjoying a full share of prosperity.

It takes twenty-one men altogether to look after the business, and activity and push is evident in every department.

THE SAMUEL REGENER CO.

The Samuel Regester Company, located at 1322 E. Cary street, in this city, do an extensive wholesale business, and commission business. Established in 1888, this firm has built up a large business by methods of promptitude and fair dealing that commends them to both manufacturers and merchants.

They represent some of the most important manufacturing concerns in the country, and are handlers of large quantities of groceries and canned goods.

By the proper study of the wants of the Southern trade and exhibiting prompt and energetic methods in handling the goods of manufacturers they command an exalted position with both occupant and indispensable place between manufacturers and dealers for the distribution of a variety of widely separated classes of goods.

Besides controlling the choice brands of large flour milling concerns, for which they do an extensive business, they are exclusive distributing agents for Hudson's kiln-dried honey and grubs, which have a very large sale throughout the entire Southern territory.

They are also sole agents for the American starch and control that choice table delicacy, Luncheon Beef, which is the most popular of all canned meats, and is largely used in the army and navy. They are the exclusive selling agents in this territory for the Miller Salt Company of Warsaw, and are the largest distributors of salt in the South.

The Samuel Regester Company are the Virginia representatives of the celebrated Armour Packing Company, and carry constantly for distribution large stocks of this company's products, such as their White Label brand of pure leaf lard, canned meats, etc.

In addition, they represent large grocery concerns and others, and also have branch houses of their own at Lynchburg and Norfolk. This company enjoys the entire confidence of the trade at home and are widely and favorably known in the South.

BUDS AND BLOSSOMS.

Flowers That Delight the Eye and Shed Their Fragrance Everywhere.

W. A. Hammond, the florist, has a very commodious and attractive store at 107 East Broad street, where the principal business connected with his extensive green houses is transacted and where there is kept in and out of season a large assortment of rare flowers. By the use of large refrigerating apparatus, specially constructed and ornamental in appearance, cut flowers are kept fresh and crisp.

Mr. Hammond, though a young man, has had five years' experience in flower culture, and following very small beginnings he has rapidly expanded his business until he owns the largest area of green houses in the State, and controls the business to a very large extent here.

His flower garden on the Brook Road, near the city, though containing but a few acres of ground, comprises fifty-four thousand feet of glass covering, devoted principally to raising cut flowers, palms and ferns.

His trade is extensive, both in and out of the city, is extensive, and his facilities enable him, at all times to comply with any demand for floral decorations for

weddings, dinners, receptions and for the last and tribute to loved ones.

Mr. Hammond was the winter put on the market the May Hand violet, propagated by him and named by the consent of the fair lady whose name it bears.

Last winter a few were raised, and she alone has yet worn them. The May Hand violet is very much larger, sweeter and lighter in color than other kinds, and no little inquiry is being made in regard to it by florists everywhere. He expects to raise 200,000 of them this winter, and has a large green house devoted to their propagation alone and next spring will have many plants for sale.

These he will dispose of principally to florists throughout the country, but will also fill private orders. This magnificent improvement on the modest little violet will no doubt prove very popular.

He pays much attention to raising cut flowers, and his show windows at his city depot, No. 5 West Broad street, are bowers of grace and beautiful color every month in the year, and he must be unappreciative indeed who does not stop and take a look at the exquisite array of bud and blossom.

Mr. Harvey has had valuable experience in his line of business, and with a natural love for the cultivation of

AMONG BLOSSOMS AND BLOSSOMS.

The greatest attraction in the pretty annex to Richmond-Barton Heights is the local establishment of Mr. J. H. Harvey.

Here is located one of the most complete and extensive series of green-houses in the Southern country.

By the proper arrangement of apparatus the temperature at all times can be so carefully regulated as to insure the most delicate blossoms in and out of season.

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Mr. Harvey has had valuable experience in his line of business, and with a natural love for the cultivation of

flowers he has given the best years of his life in building up what is now a large and extensive business reaching into even remote territory.

By the arrangement of his floral refrigerators at his city depot he is enabled at all times to keep on hand without loss of beauty or fragrance such quantities of roses, blooms and blossoms as enables him to promptly fill even large orders on the shortest notice from city or country. Flowers are furnished for wedding, festival or funeral occasions in any quantity, and a large and varied stock of elegant designs are kept on hand.

Mr. Harvey is one of the best-known florists in the South and enjoys the patronage of the best people of this city as well as a large trade reaching into other States. He has devoted much attention to the improvement and propagation of plants and flowers and possesses many rare varieties.

He has his supreme offices in this city and is officiated and controlled by citizens of Richmond, whose business standing and integrity inspire confidence in any undertaking of which they have control.

The Progressive Endowment Guild is a national co-operative fraternity of a very superior character fostered by the State of Virginia, and possesses all the advantages and none of the drawbacks of the so-called short term orders.

The building fund principle is the one it is based on, and is applied with such changes as the necessities of the character of the business require.

The organizers expecting to pay what they promised did not offer too much. This is what it does offer: Life insurance protection with a competency yourself at the end of ten years, and assistance in time of sickness at a cost of \$3.00 monthly on each \$1,000.

The assessments are, in the first place, not made too small, so that no one may

be deceived, and the expenses will be no more the tenth year than the first.

From a conservative and business point of view, the "Guild" is far ahead of all similar organizations.

Fifteen cents a day Sundays excepted will maintain a certificate for \$1,000.

The following are the officers of the Supreme Chapter: Hon. H. W. Flournoy, Supreme Governor; Judge James C. Lamb, Supreme Vice-Governor; William Ryan, Supreme Treasurer; Joseph A. White, M. D., Supreme Medical Examiner; S. Galeski, Supreme Secretary; Rev. J. Y. Downman, Supreme Chaplain; Bev. T. Crump, Supreme Counsel.

SILVER AND GOLD.

In Their Embrace Sparkles the Gems of Every Climate.

The handsome jewelry establishment of the H. M. Moses Company, at 920 Main street, is an elegantly appointed depot for viewing all that is beautiful and novel in the goldsmith's, engraver's and lapidary's art.

This business was organized in 1879, but was changed to its present name with the beginning of the present year.

The display room of the establishment is furnished in elegant and elaborate style, and the arrangements and facilities for exhibiting their artistic and precious wares are of the most chaste and modern character.

These advantages are well utilized too in the tasteful display of silverware, watches, jewelry and precious stones in endless variety, making the interior a glistening vista very pleasing to the artistic eye.

The H. M. Moses Company carry a stock of these rare goods, amounting to forty thousand dollars in value, and visitors to this city will find much to interest them in an inspection of this store.

This firm make a specialty of diamonds, watches and silverware, and exhibit a rich variety of each line. The display of diamonds and precious stones set and unmounted is worthy of the attention of any connoisseur in nature's gems.

The watches are those of the best American makers, and have secured a reputation for accuracy in time keeping among a large number of wearers.

The array of silverware is a prominent feature in the furnishing of this establishment, and speaks more eloquently to the eye of the beholder than any words of praise.

The repairing department is also modern and complete, and every class of repairs to watches, jewelry and silverware is placed in the hands of competent foremen of these departments, and executed well and promptly.

No pains or cost have been spared in collecting together a stock which will compete with any market.

NOWLAN & CO.

One of the leading jewelry stores in Virginia is the oldest-established house of Nowlan & Co., which since 1836 has occupied the present location at 921 Main street or the one adjoining.

Their business is large and handsome, and with the floors, metal show-cases, elegant counters, presses and other fittings, makes a picture of artistic grace and beauty. The stock displayed is of great value, and consists largely of articles of such intrinsic worth as fine diamonds, watches and gold jewelry.

Their silverware and fine imported French bouquets. They are also the agents for the celebrated Vacheron and Constantine timekeepers, a very superior watch, which they import from Switzerland.

The most modern and artistic patterns of jewelry and sterling silverware are exhibited in rich profusion, and they consist largely of selections of jewelry suited for formal and anniversary presents.

The display of handsome diamonds under French plate glass, tastefully arranged on silk and satin linings is especially attractive and makes a pleasing spectacle to the admirers of costly gems.

Special attention is paid to repairing fine watches, clocks, jewelry and silverware, and superior workmen are employed for this department. Mr. Robert E. Macomber, a member of the firm, is an accomplished draughtsman and engraver, and gives his personal attention to the manufacture of school and college badges, Masonic emblems and similar work to order.

Mr. Thomas Nowlan, the head of the house, has had long years of experience in this line of business. Though a native of Richmond, he conducted the business in Petersburg for fifteen years prior to 1866, when he removed to this city. The house enjoys fine credit and financial standing, and is a popular place with the people of Richmond.

Why flies don't light on Smith.

Where sweet oil and perseverance fail, B. F. Smith gets the persimmon. It is easy to see why there are no flies on Smith. Smith puts so much vim in all his movements that flies catch a perch elsewhere.

Since he established a depot for the sale of safes in Richmond his name has gone abroad in the land as a man of energy, ability and integrity, and the safe business has looked up. He studied the wants of the people, and succeeded in inducing a large number of them to believe that they wanted safes.

They bought and told others what good safes Smith sells, and now Smith sells more safes than all the other dealers in this section put together.

Since the consolidation of the Hall Safe and Lock Company, the Marvin Safe Company, Herring & Co., and Farrell & Co. into a joint stock company, known as the Herring-Hall-Marvin Company, there has been hot competition between the old companies for the sale of the new company's goods, which are freely acknowledged to be the best in the world.

After looking the field over, Mr. B. F. Smith was selected out of a large number of others on account of his ability, experience and standing, with the sole right to sell for the Herring-Hall-Marvin Company in Virginia, North and South Carolina, Georgia, Tennessee, West Virginia, Maryland and the District of Columbia.

The contract between Mr. B. F. Smith and the company provides that he shall open at Atlanta another house of equal magnitude with the one in Richmond, and he will employ fifty people—twenty-eight traveling men, eight mechanics, two stenographers, four bookkeepers, two floor salesmen and six truckmen, all paid regular salaries, in the two houses. Richmond is pleased that Mr. Smith will continue to make his headquarters here.

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Manly B. Ramos & Co.

The music house of Manly B. Ramos & Co. is a widely-known institution, and enjoys rare experience in its line and a high degree of success.

The head of the establishment began life as an errand boy in a music house, and has been continuously in that business, Mr. Ramos, by earnest, intelligent application to the study of music, secured for himself a standing as a musician, and successfully has filled the position of organist for the Second Baptist, Monumental, Episcopal and other churches.

Any local enterprise of music always attracts the cooperation and personal assistance of Mr. Manly B. Ramos. His piano and organ parlors at No. 903 Main street are the rendezvous of the musician, and the evening rehearsals of the choral societies usually occur there, oftentimes the genial proprietor doing the piano and organ playing.

In early life Mr. Ramos attracted the attention of Mr. Ernest Knabe, the head of the celebrated piano house of William Knabe & Co., and the pianos of this renowned house continue to be sold as the leading instrument by his firm.

Recently, however, the Mason & Hamlin Chickering pianos, the Mason & Hamlin organs and other instruments have been added. Occupying a large building, 150 feet in depth, the several floors provide ample space for a full assortment of Gable, Everett, Brown & Simpson, J. P. Hall & Co. pianos, and all the best makes of organs.

The sheet music and small instrument department is a store in itself, where the finest instruments and all the thousand and one fixtures connected with musical instruments can be had.

The repair shop occupies a separate floor, and everything is done there with pianos and organs, except to make them

Mr. Manly B. Ramos also has a handsome branch store in Staunton, of which the citizens of that city feel quite proud.

A number of experienced salesmen secure a large patronage in the Virginias and Carolinas, and upwards of twenty employees are required to conduct the extensive business of this firm. Manly B. Ramos & Co. is a household word in the States in which they solicit trade.

Whittle, Sydnor & Co.

The firm of Whittle, Sydnor & Co. are wholesale dealers in wooden, willow and tinware, fancy groceries, tobacco and cigars.

They occupy a large territory with traveling salesmen, including the Virginias, Carolinas and a considerable portion of Georgia, and have a large and growing trade right here in the city of Richmond.

The firm is composed of F. M. Whittle, Jr., and W. L. Sydnor, both active and experienced in every detail of the business. Their offices store and ware-rooms are located at 1110 East Cary street, and their establishment is filled in every available place with a large and varied stock.

While carrying a full line of fancy groceries, they handle many things not usually found in a grocery house. They make a feature of tinware and deal very extensively in tobacco and cigars. In the last-named line they handle a large number of well-known brands, and offer a popular selection.

Among their specialties, in which they are leaders, are ropes, twines, paper, paper bags and every class of wrapping paper. They also have a large trade in cakes, crackers and elder vinegar and many miscellaneous goods.

They are agents for the King Powder Company, and are also agents for the Silver Star baking powder and the celebrated Golden Blend roasted coffees.

They deal largely in axle-grease, brushes, brooms, teas, soaps, syrups, and a large number of indispensable commodities to the general store and average retail dealer.

While they carry nearly everything that is kept in an ordinary grocery house they furthermore keep in stock such family household goods as every country or village store handles, and such merchants will find most of the character of goods they need already selected for their use.

Chewning & Rose.

Real Estate Agents, Auctioneers and Brokers, No. 6 North Third Street, The Times Building.

"Twas Robert Emmett who said: 'Let not my epitaph be written until Ireland is free.' The gentlemen comprising the above firm are too well known to be eulogized rhetorically, in view of the fact of their having been engaged in the real estate business long before a majority of the present craft were heard of in business circles; an active experience of twenty years in the real estate business in this city alone places them in advance of the rear rank known as 'Beginners.'

They give their personal attention to the collection of rents placed in their charge; they likewise see to the proper preservation of all properties under their care, recognizing that to be one of the most important duties of an agent; and, moreover, they are second to none.

The firm of Chewning & Rose, composed of A. J. Chewning and Edward S. Rose, is well known throughout this community. See them; you cannot go astray. Nor will they lead you astray.

Smoke the new Vincenzo five-cent cigar, made by Vetterlin Brothers, of Philadelphia, and sold at wholesale by Jasper L. Rowe, corner Third and Broad streets.

Hand bills are in circulation in Washington announcing that round-trip tickets from that city to Mount Vernon, via the Alexandria electric railway, will be sold for thirty cents.

FAMOUS HOSTELRIES.

THE RESORTS FOR THE TRAVELER.

Hotels Which Furnish for the Public Entertainment and Convenience.

The traveling public soon learns to know where best their wants can be supplied, and the city without sufficient and desirable accommodations is in these days of rapid transportation surely to be shunned. Richmond is more than equal to all emergencies, and among her numerous hotels every comfort reasonably expected is daily offered.

THE EXCHANGE AND BALLARD.

The vast crowd expected here from the 6th to the 26th of next month, during the State Exposition, is causing those who cater to public wants to commence preparations for their entertainment.

The Exchange and Ballard Hotels await the onslaught with calm mood and unperturbed mien. Accommodated to handle large crowds the managers take it as a matter of course, and though preparing to take care of great numbers in these large and commodious hostels, they do not expect to be overworked or have cause to raise their ordinary rates.

For generations the Exchange and Ballard have been the rendezvous of politicians and Southern men of note, while Northern tourists know of the fame and love to avail themselves of the comforts of their airy rooms and elegant table.

The great tide of Northern travel, which takes rest here in the fall on its way South, and in the spring on their way North, seek the Exchange as being associated with all the history of Virginia hospitalities and elegance of living, and the fact that they return season after season is evidence that they are not disappointed.

Messrs. Carrington and Archer spare neither pains nor expense in providing everything that will contribute to the pleasure of their guests, and are model Virginia hosts. These hotels are conveniently situated, being only a short distance from the business portion, but far enough away to be quiet and home like.

The electric line, which runs between their front doors connects with many miles of similar lines conveying passengers at one fare to every point of interest in and around the city.

The Ballard and Exchange are connected by a covered suspension bridge, forming a handsome hallway and point of observation, and practically makes them one house.

MURPHY'S HOTEL.

Colonel John Murphy has well earned the reputation of being a progressive man, as his splendid hotel at the corner of Broad and Eighth streets eloquently testifies. Colonel Murphy may well look with pride on his achievements in the hotel business when he measures up the few short years in which he has accomplished so much.

Murphy's Hotel, which took the place of the old ramshackle shanty on the corner named, is now a splendid hostelry indeed, and celebrated for its conveniences and good cheer wherever it is mentioned, and which runs between Commercial and Main streets.

Murphy's Hotel is a growing institution, and has this year reached such grand proportions that visitors to the Exposition need have no fear of getting accommodations in this convenient locality.

Since the famous old hotel proprietor has purchased the Palace Hotel alongside and consolidated it with his home, nearly doubling it in size; then not satisfied with the extent of his building, he bought the Friek property, next adjoining, pulled down the old structure and erected another splendid addition, and now the hotel is the original building, and making his hotel an elegant and commodious house of entertainment.